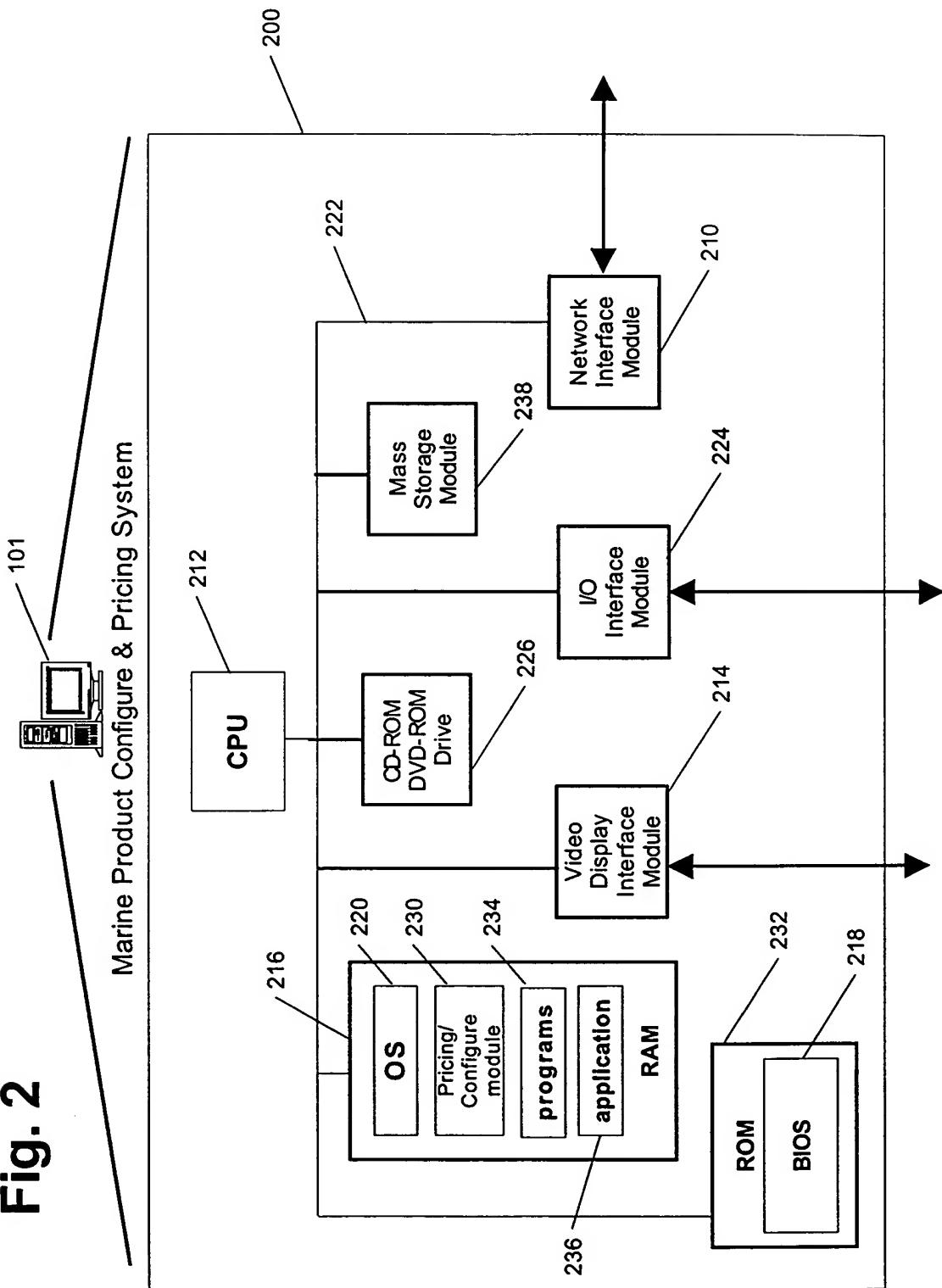
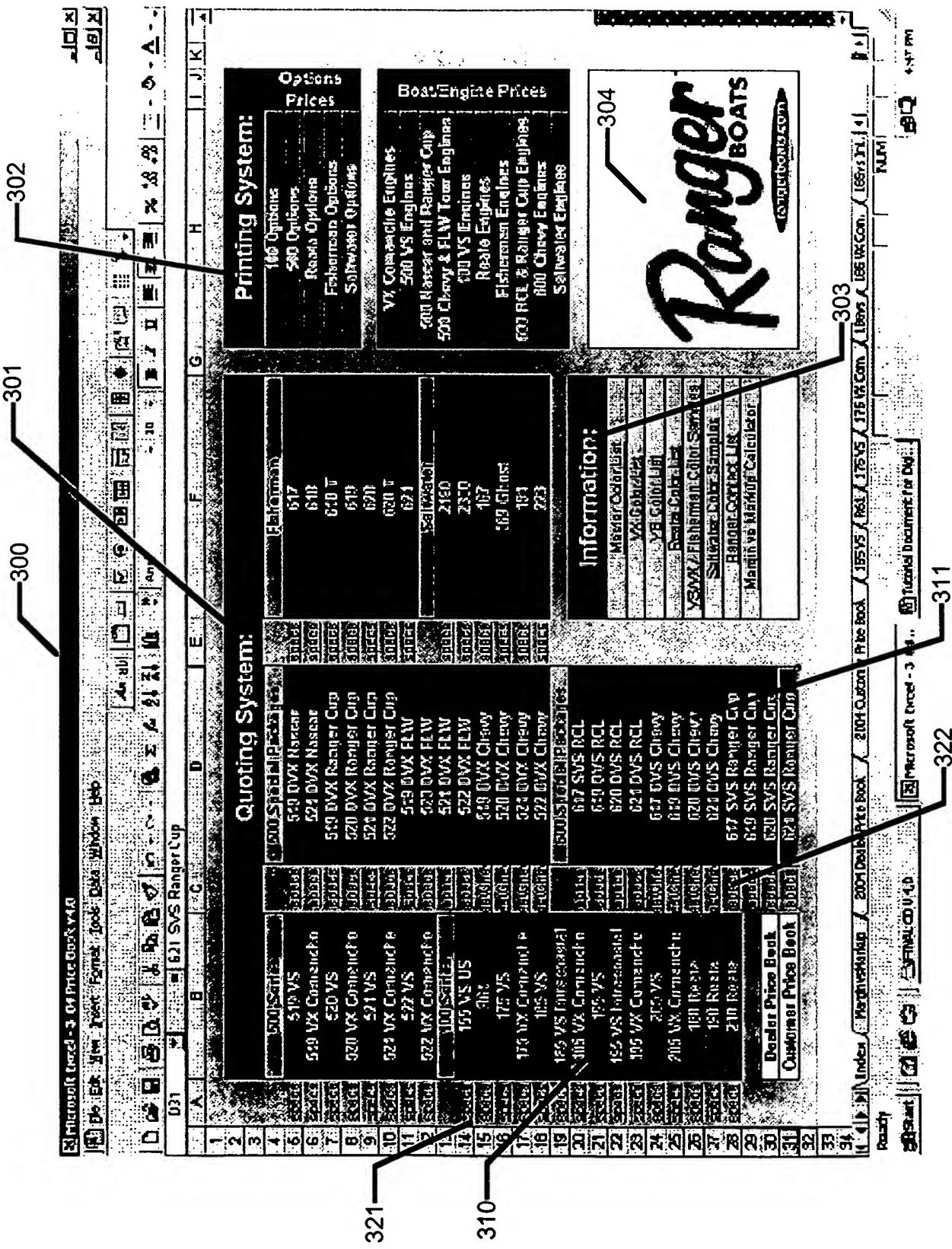


Fig. 1

Fig. 2
Marine Product Configure & Pricing System



3
Fig.



Inventor: ZWICKER ET AL.
Docket No.: 10203.85USU1
Title: MARINE PRODUCT CONFIGURATION AND PRICING SYSTEM HAVING A VARIABLE PRICE COMPONENT
Attorney Name: THOMAS J. STROUSE
Phone No.: 612.332.5300
Sheet 4 of 14

Fig. 4

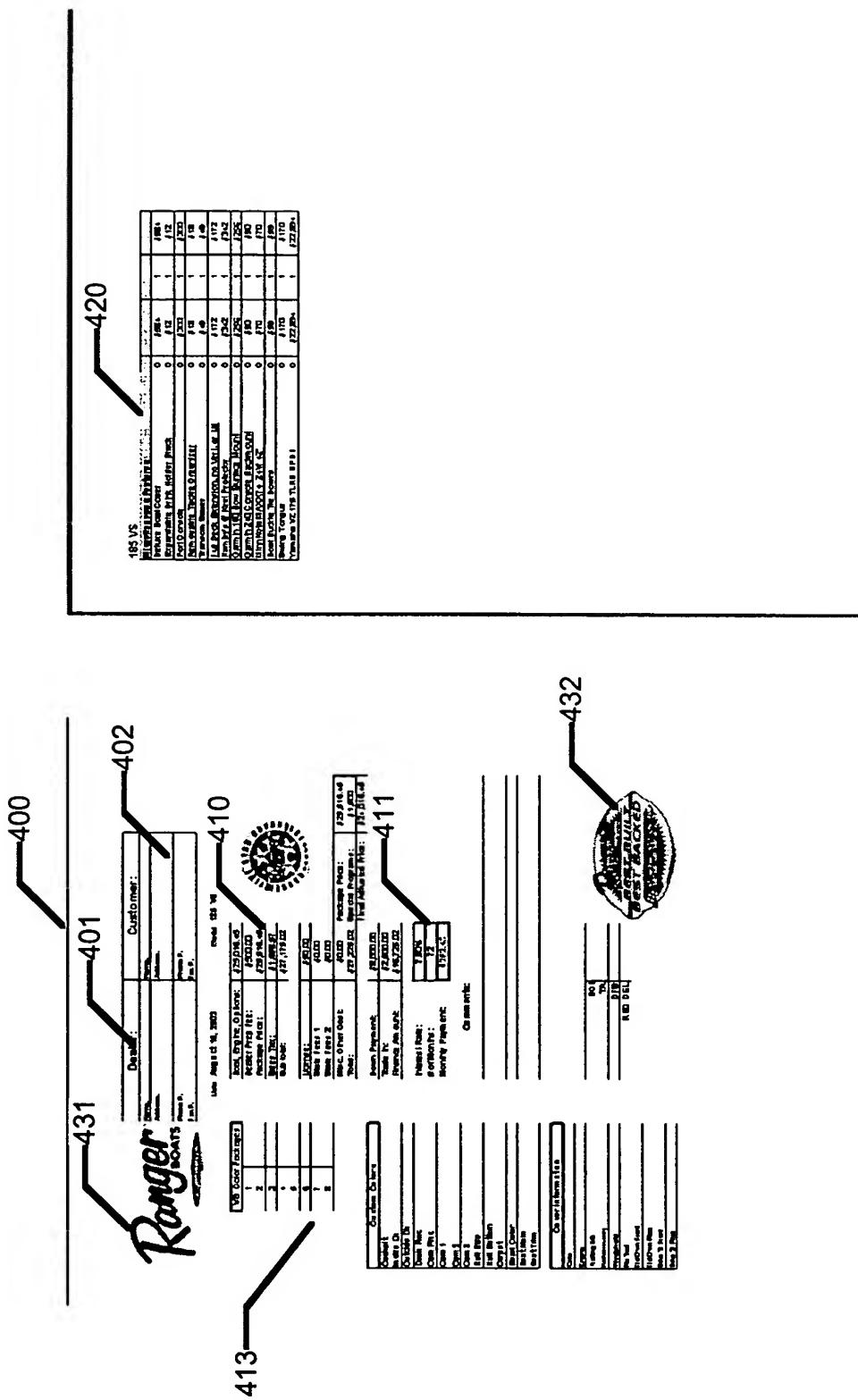


Fig. 5

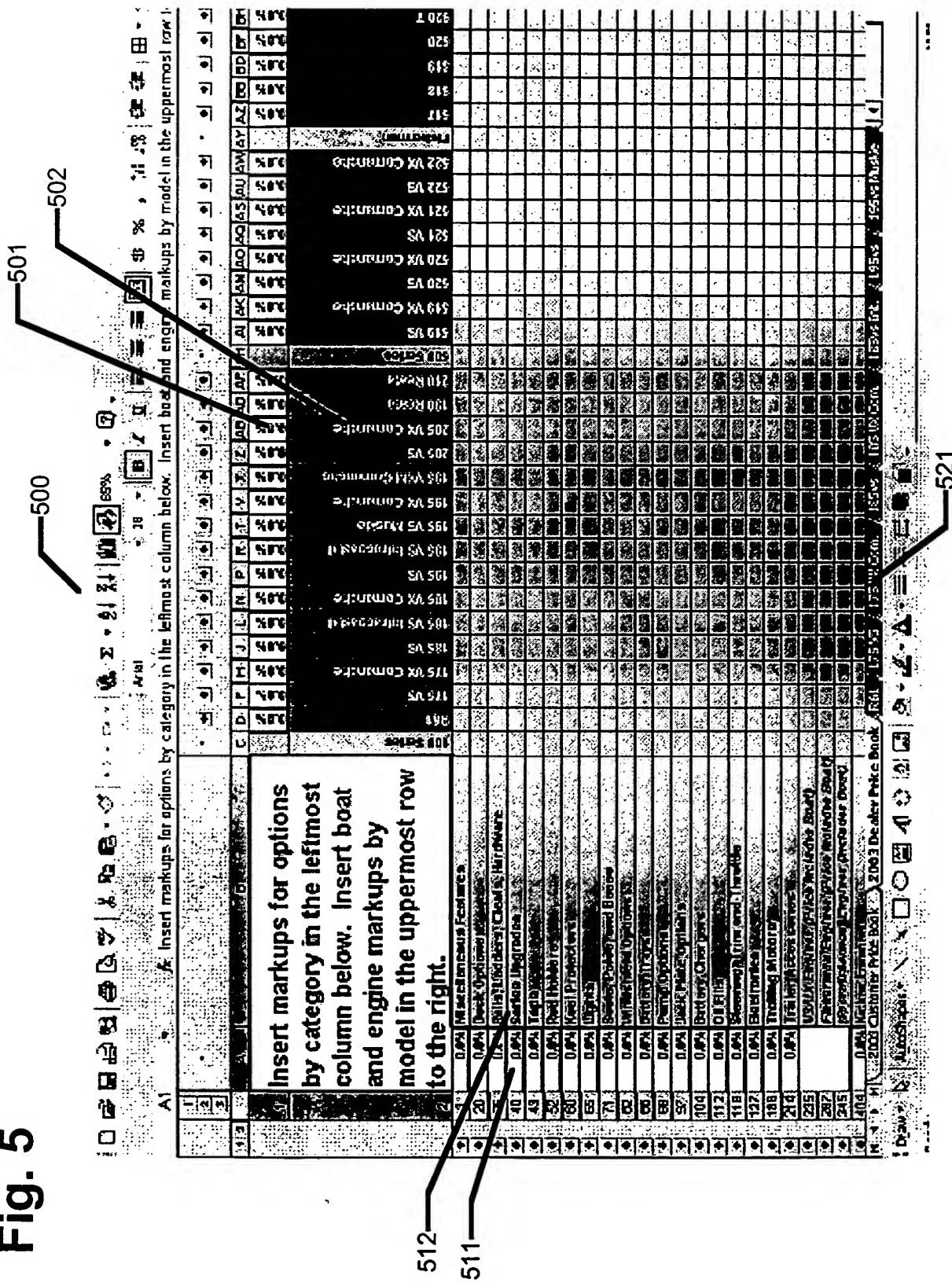


Fig. 6

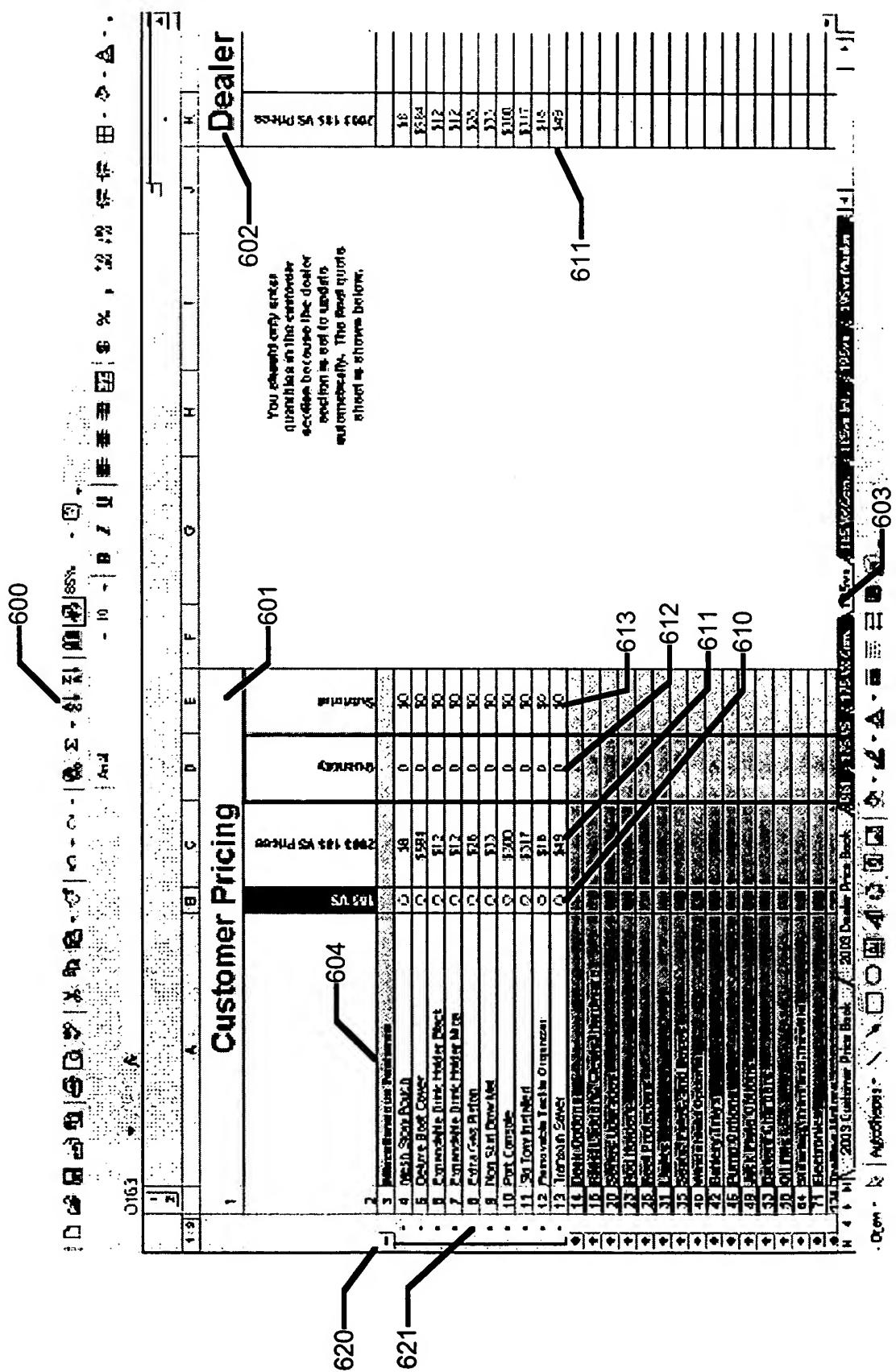
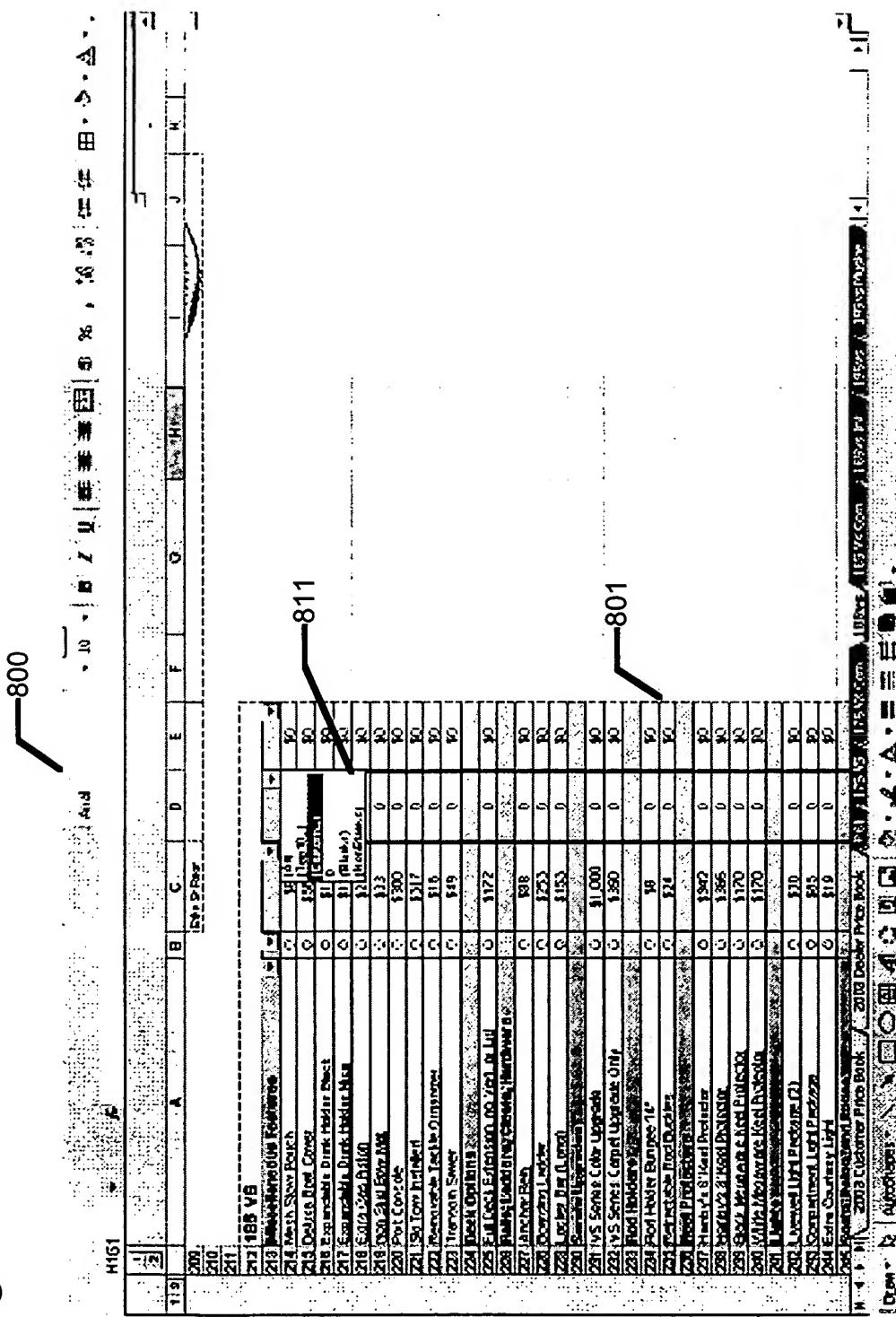


Fig. 7

Final Customer Price									
Line	Part	Bill of Materials	Cost	Dep.	F	G	H	I	J
119	151	425.23	0	10					\$21.22
120	152	525.83	0	10					\$22.74
121	0	157	625	0	10				\$20.41
122	154	153	341	0	10				\$19.87
123	155	156	220	0	10				\$22.45
124	157	158	220	0	10				\$20.42
125	159	Final Customer Price:	601	1	127.310				\$21.05
126	160								
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129	163								
130	164								
131	165								
132	166								
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Fig. 8



Inventor: ZWICKER ET AL.
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Attorney Name: THOMAS J. STROUSE
Phone No.: 612.332.5300
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Fig. 9

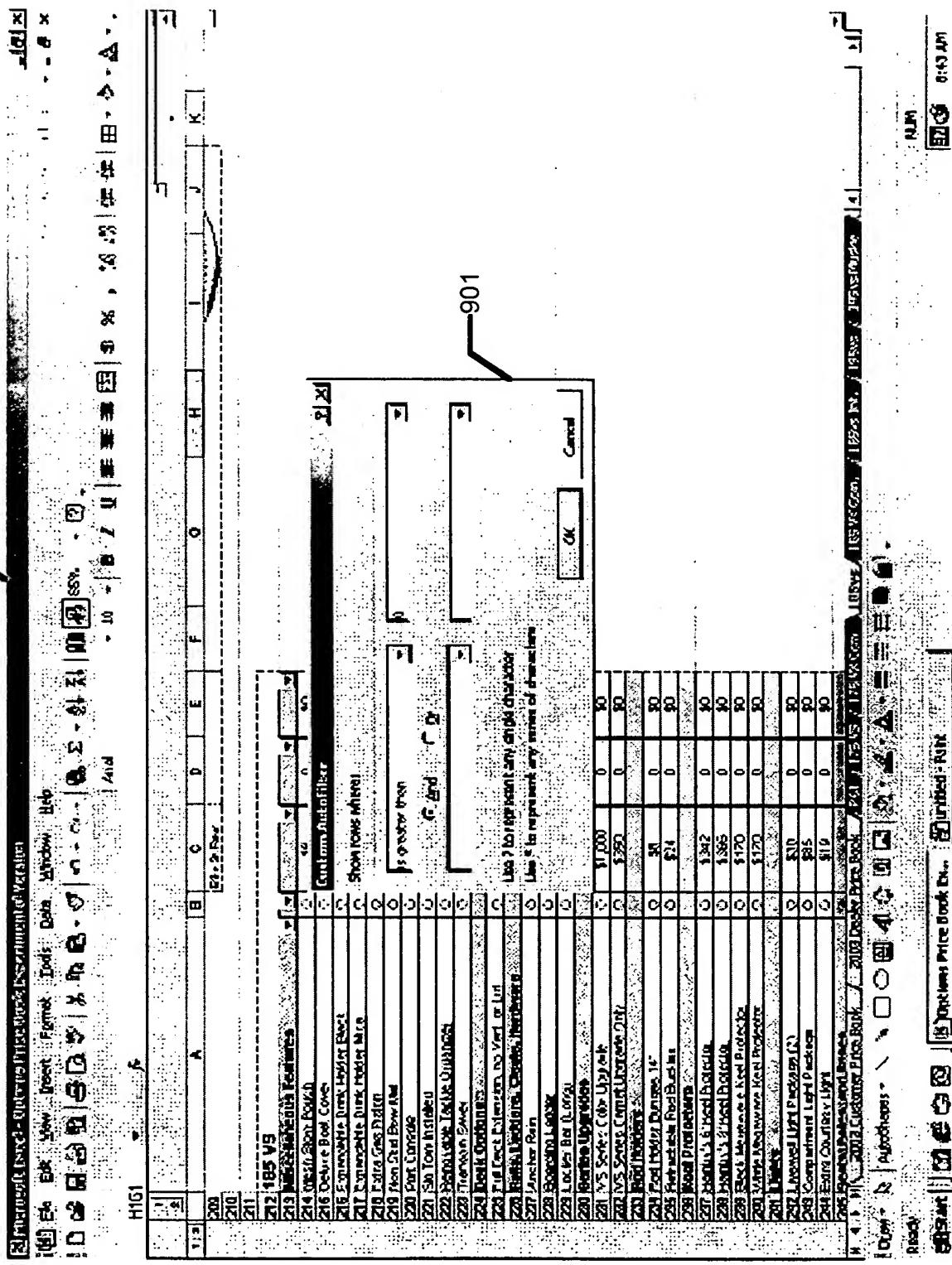
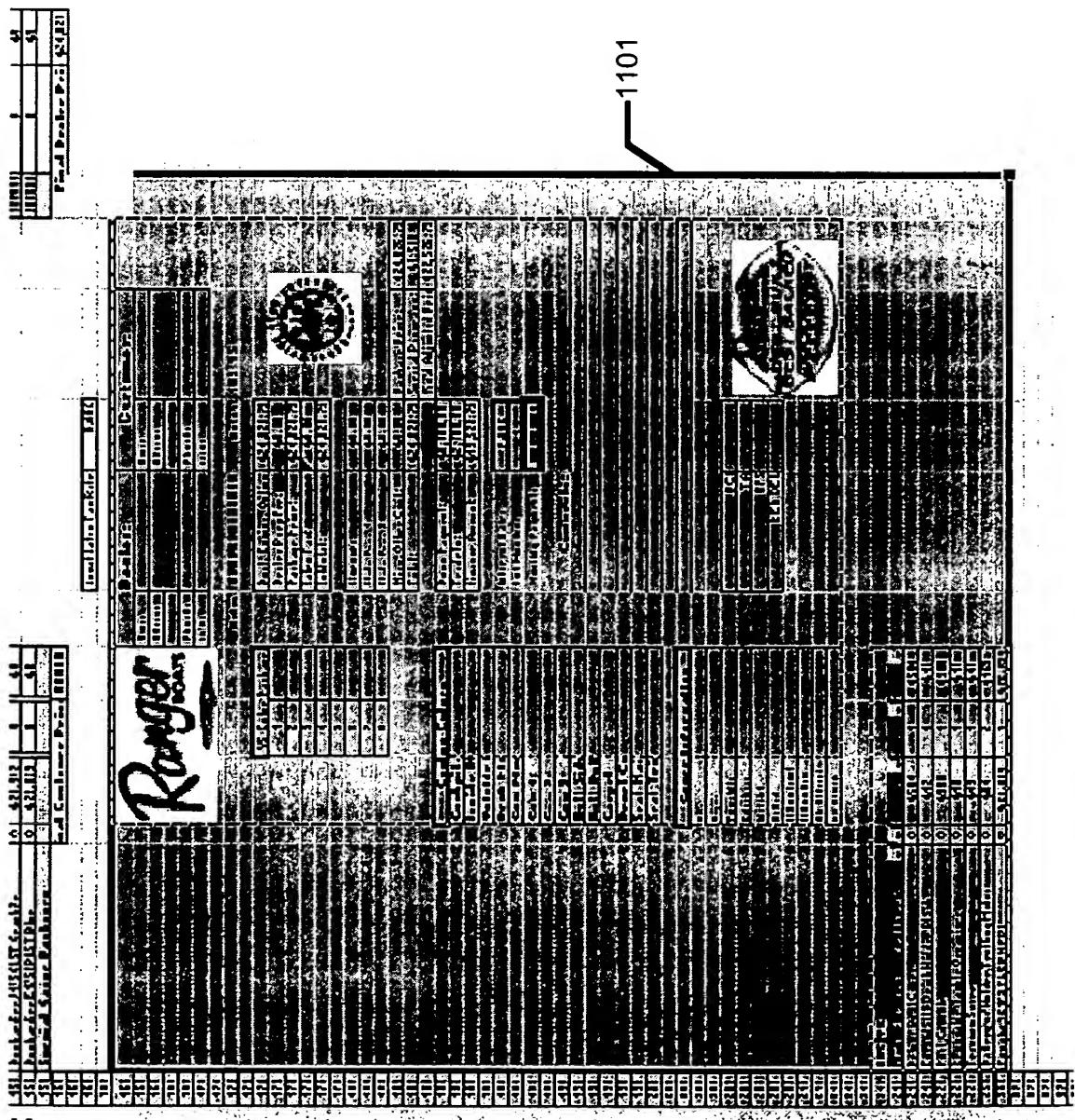


Fig. 10

Fig. 11



Inventor: ZWICKER ET AL.
Docket No.: 10203.85USU1
Title: MARINE PRODUCT CONFIGURATION AND PRICING SYSTEM HAVING A
VARIABLE PRICE COMPONENT
Attorney Name: THOMAS J. STROUSE
Phone No.: 612.332.5300
Sheet 12 of 14

Fig. 12

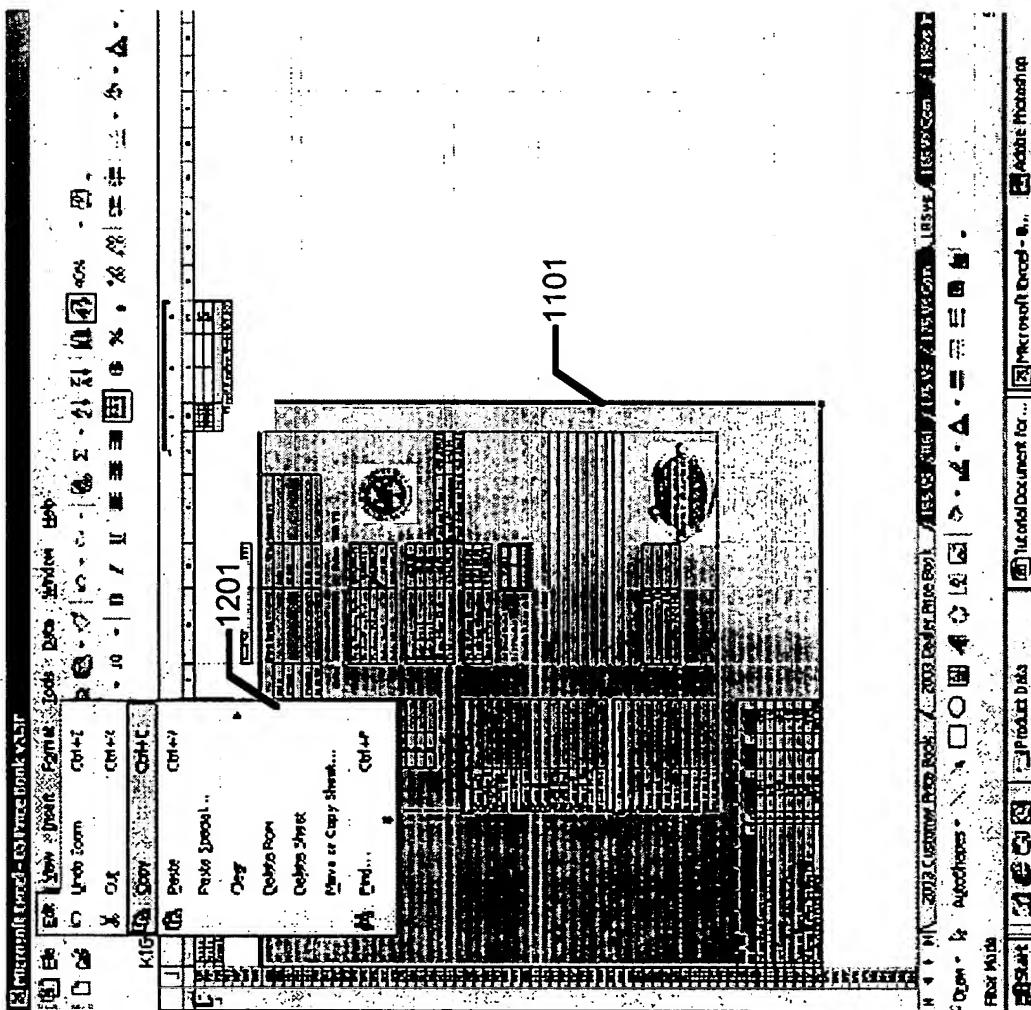


Fig. 13

Inventor: ZWICKER ET AL.
Docket No.: 10203.85USU1
Title: MARINE PRODUCT CONFIGURATION AND PRICING SYSTEM HAVING A
VARIABLE PRICE COMPONENT
Attorney Name: THOMAS J. STROUSE
Phone No.: 612.332.5300
Sheet 13 of 14

Customer Order - Direct Sales Management Sheet									
Ref#		Est. Date		Direct Sales		Tools Date		Wholes Date	
Tab		#		Customer Name		Customer Address		Phone #	
1	A	2	B	C	D	E	F	G	H
1	Tab	2	#	Customer Name	Customer Address	Phone #	Model	Price Quoted	Date Quot.
31	1	0			0	-	0	\$0	1/0/0
4	2	0			0	-	0	\$0	1/0/0
5	3	0			0	-	0	\$0	1/0/0
6	4	0			0	-	0	\$0	1/0/0
7	5	0			0	-	0	\$0	1/0/0
8	6	0			0	-	0	\$0	1/0/0
9	7	0			0	-	0	\$0	1/0/0
10	8	0			0	-	0	\$0	1/0/0
11	9	0			0	-	0	\$0	1/0/0
12	10	0			0	-	0	\$0	1/0/0
13	11	0			0	-	0	\$0	1/0/0
14	12	0			0	-	0	\$0	1/0/0
15	13	0			0	-	0	\$0	1/0/0
16	14	0			0	-	0	\$0	1/0/0
17	15	0			0	-	0	\$0	1/0/0
18	16	0			0	-	0	\$0	1/0/0
19	17	0			0	-	0	\$0	1/0/0
20	18	0			0	-	0	\$0	1/0/0
21	19	0			0	-	0	\$0	1/0/0
22	20	0			0	-	0	\$0	1/0/0
23	21	0			0	-	0	\$0	1/0/0
24	22	0			0	-	0	\$0	1/0/0

Ranger
BOATS

Fig. 14

Dealer Sales Management Sheet

1401

Tab #	Customer Name & Address	Phone #	Model	Price	Cost	Ext. S/H	Price At Sale	Sale At Locals	Ranger Order Col.	Ranger Order Number
1	PDCO, JOHN Q.	117 Some St., Anywhere, TN, 12345	185VS	\$3,950	\$3,950	\$0	\$0	1,000	8/16/02	
2										
3										
4										
5										
6										
7										
8										
9										
10										
11										
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